

# Japanese exporter of matcha green tea is looking for EU partners under a commercial agreement

## Summary

Profile type

**Business Offer**

Company's country

**Japan**

POD reference

**BOJP20260413008**

Profile status

**PUBLISHED**

Type of partnership

**Commercial agreement**

Targeted countries

• **All countries**

Contact Person

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Term of validity

**13 Apr 2026**

**13 Apr 2027**

Last update

**13 Apr 2026**

## General Information

### Short summary

A Japanese matcha exporter is looking for distributors, importers and sales agents in EU member states. The company can supply matcha powder for multiple usage: as beverage, as raw ingredient for candies, snacks, functional foods... The company holds a wide fan of certifications and can handle OEM requests. A commercial agreement will be finalized with relevant partners.

#### Full description

The company has a network of connections with over 80+ partnered farms and milling factories all throughout Japan including the top regions well known for matcha production (Uji, Shizuoka, Kagoshima etc.).

The company can supply premium and culinary grades matcha for applications such as beverages (including ready-to-drink formats and latte concentrates), confectionery ingredients (including matcha-flavoured candy and bar formats), and functional food ingredients (including smoothie and health supplement applications).

The company matcha powder is jet-milled to order, enabling bespoke particle size specifications to client requirements. The company currently exports to more than 30 countries all around Asia, Europe, and the US and holds FDA, FSSC 22000, ISO 22000, HALAL, GMP, and JAS certifications, ensuring compliance with international food safety and import standards.

Typical order sizes range from tens to hundreds of kilograms ensuring a consistent quality and supply for recurring orders, with a standard lead time of three to four weeks depending on the requests. Free 20 g samples are available per SKU upon request. OEM and private-label configurations are also possible upon request.

The company is looking for reliable partners in the EU acting as distributors, importers or commission-based sales agents under a commercial agreement.

#### Advantages and innovations

The company operates a vertically integrated direct-from-farm supply chain connecting with over 80 certified farm and processor partners in Japan, enabling quality consistency. Key differentiators include:

- (1) Multi-certification coverage (FDA, FSSC 22000, ISO 22000, HALAL, GMP, JAS) across the full supply chain, reducing compliance burden and import barriers for EU food and beverage manufacturers;
- (2) Established export experience across more than 30 countries, with logistics protocols for temperature-managed and humidity-controlled international shipment of matcha powder;
- (3) Low MOQ of 10 kg per SKU enabling market-entry and new product development quantities for smaller EU brands and formulators;
- (4) Free 20 g product samples available per SKU for quality evaluation prior to commercial commitment;
- (5) OEM and private-label capability including customised formulations, particle sizes, and packaging configurations on request.

#### Technical specification or expertise sought

#### Stage of development

#### Sustainable Development goals

• **Not relevant**

#### IPR Status

IPR Notes

## Partner Sought

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### Expected role of the partner

The company is seeking distributors, importers, or commission-based sales agents with established customer networks in the food and beverage or confectionery ingredient sectors in EU member states.

The ideal distribution partner should hold active supply relationships with food manufacturers, beverage brands, or specialty food retailers, and be experienced in handling regulated food ingredients with appropriate dry-storage or temperature-managed logistics.

For a commercial agency arrangement, the agent should have demonstrable access to procurement contacts at food and beverage manufacturers or confectionery producers who use tea-derived functional ingredients.

For a supplier agreement, the partner should be an active manufacturer of food or beverage products that incorporate matcha or other premium tea-derived ingredients.

### Type of partnership

**Commercial agreement**

### Type and size of the partner

- **SME 50 - 249**
- **SME <=10**
- **SME 11-49**
- **Big company**

## Dissemination

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### Technology keywords

### Market keywords

- **07003002 - Health food**

### Targeted countries

- **All countries**

### Sector groups involved

## Media

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Images



[Green tea plants](#)



[green tea](#)